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Search Smarter**Cristian Capelli**

GM Retail and Business Development, Nokia phones at HMD Global

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Cristian Capelli · 3rdGM Retail and Business Development, Nokia phones at HMD
GlobalSan Diego, California · 500+ connections · [Contact info](#)

HMD Global



Politecnico di Milano

Highlights

Reach out to Cristian for...

Advising companies, Joining a nonprofit board.

[Message Cristian](#)

About

Results-driven, dedicated, and accomplished sales and business development professional. 19 years track record leading product strategy, developing new channels and business opportunities driving revenue and growth. Exp in product and service go-to-market. With a unique blend of business experience, technical skills and passion. Recognized leader who develops, mentors, and motivates team members to exceed organizational and individual. Exemplary interpersonal abilities used to interact and build strategic partnerships with stakeholders. Excellent Language and Cultural-adaptive skills. Fluent in English, Spanish, Portuguese, and Italian. Currently working on the return of Nokia phones into North America. You can contact me here: cristian.capelli@live.com

Activity



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Cristian Capelli

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**"Our focus is on democratizing
technology, by making products that las...**

Cristian shared this

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Experience



HMD Global

3 yrs 7 mos

- **GM Retail and Business Development, Nokia mobile**
Apr 2019 – Present · 1 yr 3 mos
Miami/Fort Lauderdale Area

Leading Sales for Nokia phones in the US retail market.
Heading the business development activities acquired.

- **Head of Business Development, Americas**
Dec 2016 – Mar 2019 · 2 yrs 4 mos
Miami/Fort Lauderdale Area

HMD is the new Home of Nokia Phones.

Leads sales for Nokia phones in North America with focus on US retailers, e-tailers and carriers (Canada).

Manages the company efforts to enter new channels in the Americas.

Supervises the Field Force activities.

[see less](#)



HZO

1 yr 3 mos

- **Vice President Sales**
Oct 2015 – Nov 2016 · 1 yr 2 mos
Greater San Diego Area

Leads HZO global sales and business development activities in the Telecommunication and Display verticals.

Manages the sales strategy and the commercial rela



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Business Development Consultant

Sep 2015 – Oct 2015 · 2 mos

San Diego

Strategic Consulting, including business plan & sales
customers in the Telecom Industry.

Supports Consumer Electronic BU and Marketing or

**Head of Business Management, Phones Busi**

Microsoft

Aug 2014 – Sep 2015 · 1 yr 2 mos

Greater San Diego Area

Oversees and manages the phone portfolio for the
loss of the unit and evaluating and proposing new t
to executive management team. Ensures a successfu
product creation, marketing, and management team

**Nokia**

13 yrs 5 mos

Director Portfolio and Business management Latin

Mar 2013 – Aug 2014 · 1 yr 6 mos

Managed daily operations, including ramping down
Windows Phone products to market and developing
carrier and consumers to gather insights, and spear
manufacturing in Brazil and Argentina.

Head of Smart Devices Business Unit, Latin America

Jun 2011 – Feb 2013 · 1 yr 9 mos

Sao Paulo, Brazil

Managed daily operations, including ramping down old generation devices to introduce new
Windows Phone products to market and developing best possible devices by working with wireless
carrier and consumers to gather insights, and spearheading efforts to start new product
manufacturing in Brazil and Argentina.

[Show 5 more roles](#) **Member, Board of Directors**

INDT



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Education



Politecnico di Milano

Master's, Electronic engineering

1993 – 1999

Activities and Societies: Specialization on Electronic
one-year Internship at ST Microelectronics in R&D of
implementation of an analog circuit design flow, with

Electronic systems and signals transmission.





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